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# APPALACHIAN NURSERIES

W. J. BILLERBECK

L. F. BILLERBECK

FAIRVIEW AVENUE  
WAYNESBORO, PENNA.

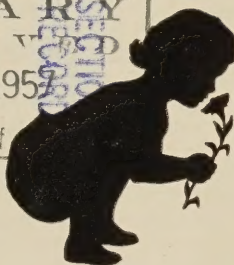
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Members

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Pennsylvania Association Nurserymen  
Maryland Association Nurserymen

TERMS: Usual

PACKING CHARGES: Prices quoted  
include all charges for packing.

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## TERMS, CONDITIONS, ETC.

**PRICES** are FOB Waynesboro, Penna. Delivery by our truck direct to your establishment, at very reasonable rates, or you can pick up the stock with your own truck. We make no shipments by common carriers because packing costs and transportation charges are entirely out of proportion.

**TERMS:** Usual. No cash discounts are deductible.

**RATES AND QUANTITY DISCOUNTS:** Prices shown are "per 100", but apply to flatfuls. 50 - 2" banded plants are a flatful, and 100 rates apply; likewise 24 - 3" banded plants, or 20 - 3" clay pots, or 11 - 4" clay pots, in each case make a flatful, and the 100 rates apply. To illustrate, 50 Abielias in 2" bands are a flatful, and 100 rate applies; but, 11 Magnolias in 4" pots are a flatful, and are sold at 100 rate for the 11 plants. 300 or more plants of a single variety are sold at 5% off the 100 rate quoted; 1000 or more plants of a single variety are sold at 10% off the 100 rate.

**OUR TRUCK DELIVERY SERVICE:** Because present day packing and transportation costs are much too high, we make deliveries with our own trucks. The trucks are equipped with special bodies, and the plants are delivered in flats; thus there is no packing charge. Deliveries are made statewide to the following: Connecticut, Delaware, Illinois, Indiana, Iowa, Maine, Maryland, Massachusetts, Michigan, New Hampshire, New Jersey, New York, Ohio, Pennsylvania, Rhode Island, Virginia and West Virginia. We will deliver anywhere we can accumulate orders for a full minimum load. Deliveries will be made of lots of any quantities in the areas and states mentioned above.

**DELIVERY CHARGES:** See pages 28 to 31.

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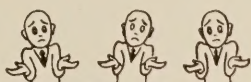
Looking across Coldframes and Corner of Greenhouse to Office.

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# WHO IS APPALACHIAN NURSERIES?



Every now and then we come up with our shirt too tight across our chest because some nice handsome chap writes us and mentions the virtues or foibles of "You big nurseries". Of course we are flattered when we are considered "Mr. and Mrs. Big."

Every now and then some character writes in and says something derogatory about "You little two-bit nurseries". Thank heavens, more people err in the first direction mentioned.

We don't know why the comments by this second group seem so much to give us the itch, except that like Joey, we'd like to be thought of as wearing our "Do-bee" hat all of the time. Just in case you don't have any grandchildren a "Do-bee" hat is the one you wear while you're on your good behavior, like the week before Christmas, for instance.

We think it would be nice for all of our customers and friends to know us in the proper perspective. And if you can bear it, we'd like to tell you something about our outfit.

Of course, if you are a competitor, you probably think of us as peanuts, and that's alright with us. It's all a matter of relativity. But to those of you who are innocently looking about for the best place in the USA to buy the finest liners in the country for a few paltry bucks, - - - to you, our dear Sirs, we wish to make our pitch.

Actually, we are of very small acreage as nurseries go. You think of big operators as those with rows a mile long, and orders for a couple of thousands of dollars as only drops in a huge tub. We have a rule here that everyone takes a day off for celebration when we come by an order for \$300.00 with check attached. And when we get an order for \$2,000.00, we have a party.

Seriously, we'd like you to see us as we really are, and please, good friends, accept this as a very special and personal invitation to come here and look us over.

On December 1st, 1936, we became owners of this plot of ground, and have been trying to eke a living out of it since. Originally it was comprised of about 14 acres. From time to time, as one or another of our neighbors has become hard up, we have added a parcel here and a parcel there, until the sum total of the nursery holdings, as such, is about 20 acres.



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Most of this is given over to stock plants, as you might well guess. About an acre is covered with propagating greenhouses, and then there are a number of coldframes and storage plots for plants.

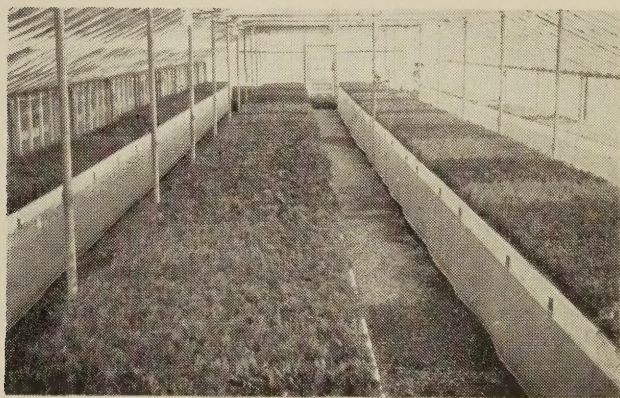
So, from an acreage standpoint we can be considered pretty small potatoes, as nurseries go. Our production of plants is strictly of liner grade, and everything we produce is potted either to plantbands or clay pots. You can set a heck of a lot of banded and potted plants around on a couple of acres.

About 20 "regulars" come to the office each Monday morning for their weekly stipend, which does prove somewhat embarrassing at times. Each of these has a specific job to do, and most of them have been at it for five years or more. Several wear eight and ten year buttons. To call them "experts" might incite in them ideas which would eventually reflect upon the size of our payroll, so let's say that they are all learning their jobs pretty well as time goes on.

Through the months of May, June and July, while our shipments are going out, we sometimes employ several extra truck drivers. But by shifting our maintenance crew over to the truck driving, we can almost keep them rolling without much extra help. So the entire project is basically handled by our "regulars".

Ours is a pretty tight little organization with selected personnel. Each year, as the business grows, we find that we can each do a little more than we thought we could the previous year, not only in the detail of preparing our plants for you, but in general production, and resultingly, in sales.

So please therefore, put us down as neither big nor miniscule. Instead, look upon us as a progressive source of supply, making every effort to deserve your business and goodwill by sending you the kind of merchandise you want.



One of six Propagating Houses.

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# Banded Shrubs and Evergreens

## For 1957 Shipment

2" BANDS EXCEPT AS NOTED

Shipments will begin about May 1st to 10th.  
See "Our Truck Delivery Service" on page 2.

**RATES:** Prices are "per 100"; 50 or more 2" banded plants at the 100 rate; 24 (a flatfull) or more 3" banded plants at the 100 rate; 300 or more of a single variety at 5% off prices quoted; 1000 or more of a single variety at 10% off prices quoted. Minimum orders, 50 2", or 24 3" banded plants of a variety.

**ABELIA grandiflora** (Glossy Abelia. 4 to 5') pH 6.0 to 7.5. An excellent shrub which will grow in most soils.  $\frac{3}{4}$ " blooms in clusters from midsummer to frost. Hardy in most of Pennsylvania, Ohio, and along coast to Boston. 10.00

**AZALEAS** (See Pages 17 to 23.)

**BERBERIS juliana** (Wintergreen Barberry. 5') pH 6.0 to 7.5. Evergreen. Very thorny leaves and thorny twigs of dense habit. In great demand as a foundation shrub. Small yellow blooms in May followed by black berries in fall. ----- 15.00

**BERBERIS juliana nana** (Dwarf Wintergreen Barberry.  $3\frac{1}{2}'$ ) pH 6.0 to 7.5. A smaller type of the Wintergreen Barberry; especially desirable for low type homes. ---- 15.00

**BERBERIS thunbergi atropurpurea** (Red-leaf Japanese Barberry. 5') pH 6.0 to 7.5. These plants are certified true, and this variety is not the Barberry which carries wheat smut spores over winter. Excellent as a hedge or for specimen planting against any but red painted buildings. Bright red berries. ----- 6.50

**BERBERIS verruculosa** (Warty Barberry.  $3\frac{1}{2}'$ ) pH 6.0 to 7.5. Neat compact evergreen Barberry with lustrous green leaves, white beneath, making a fine contrast. Leaves spiny and twigs thorny. Golden yellow flowers in late May followed by violet-black berries in fall. ---- 15.00

**BUXUS sempervirens** (American Boxwood. 12') pH 6.0 to 7.5. Likes good soil well drained. The American Boxwood is hardy over a much greater area than the English. This variety grows satisfactorily throughout the southeastern quarter of Pennsylvania and along the Coast states to Boston. Evergreen with leaves about  $1\frac{1}{4}$ " long. Not difficult to grow. ----- 12.50

**BUXUS sempervirens Welleri** (Weller's Hardier American Boxwood. 8 to 10') pH 6.0 to 7.5. Introduced by Weller Nurseries of Holland, Michigan where it seems to grow satisfactorily. Quite hardy, and probably can be grown throughout most of the state of Penna. and other states of similar climate. Probably not quite as large growing as the common American Boxwood. ----- 12.50

**BUXUS suffruticosa** (Old English Boxwood. 3') pH 6.0 to 7.5. This is the true dwarf Old English type. Not as hardy as the American and some winters suffers foliage burn here at Waynesboro. Seems satisfactory along the coastal areas, Eastern Maryland and south. Very fine and very beautiful if it is hardy with you. ----- 13.50

**CALLICARPA purpurea** (Chinese Beautyberry. 4') pH 6.0 to 7.5. Planted especially for its early fall purple berries. Blooms are insignificant, but because of great number of berries early in fall it is quite desirable. Easy shrub to grow, and good container item. ----- 8.00

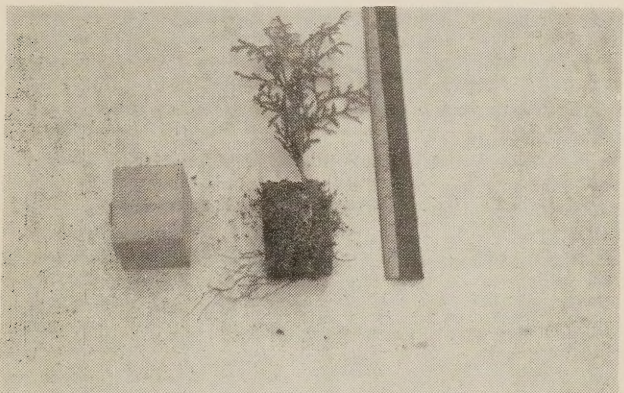


<b>CALYCANTHUS floridus</b> (Strawberry Shrub or Sweetshrub. 5') pH 6.0 to 7.5. Large glossy leaves. Does well in almost any soil. Fragrant, dark maroon flowers in June. Dried flowers were used by your grandmother for sachet. -----	8.00
<b>CAMELLIA sasanqua Apple Blossom</b> (12') pH 4.5 to 5.5. In Ericaceous group. 3" flowers; white with pink edge. -----	15.00
<b>CAMELLIA sasanqua Apple Blossom.</b> We have a few in 3" bands. -----	30.00
<b>CAMELLIA sasanqua Cleopatra</b> (12') pH 4.5 to 5.5. In ericaceous group. Semidouble rose pink; compact grower. -----	15.00
<b>CAMELLIA sasanqua Cleopatra.</b> We have a few in 3" bands. -----	30.00
<b>CAMELLIA sasanqua Maiden's Blush</b> (12') pH 4.5 to 5.5. In ericaceous group. Single flesh pink flowers; upright fast growing plant. -----	15.00
<b>CAMELLIA sasanqua Maiden's Blush.</b> We have a few in 3" bands. -----	30.00
<b>CARYOPTERIS Blue Mist</b> (Hardy Bluebeard. 4') pH 6.0 to 7.5. Lavendar blue flowers August to frost. Sometimes called Blue Spirea. -----	9.00
<b>CERCIS chinensis</b> (Chinese Judas tree. 12') pH 6.0 to 7.5. Deeper pink than the American Judas tree, and more compact. Blooms more heavily than our native American form. -----	10.00
<b>CLETHRA alnifolia</b> (Summersweet. 5') pH 4.5 to 5.5. Compact neat plant which does well in shade or sun. Fragrant white spikes of flowers in July and August. In ericaceous group. -----	13.50
<b>COTONEASTER buxifolia</b> (Boxleaf Cotoneaster. 4') pH 6.0 to 7.5. Somewhat loose growing, but very attractive because of small shiny leaves and red berries in fall. Hardy in same area as English Boxwood. -----	12.50
<b>COTONEASTER decora</b> (Necklace Cotoneaster. 4') pH 6.0 to 7.5. Soft grayish-green small leaves with berries setting along stem singly, which is reason for name "Necklace Cotoneaster". -----	15.00
<b>COTONEASTER divaricata</b> (Spreading Cotoneaster. 6') pH 6.0 to 7.5. Arching, spreading plant covered with red berries, and with foliage turning red in fall. One of the best of the Cotoneasters. -----	12.50
<b>COTONEASTER franchetti</b> (Franchet Cotoneaster. 10') pH 6.0 to 7.5. 1½" leaves; semi-evergreen with orange-red berries in fall. Makes up more quickly than many varieties. -----	15.00
<b>COTONEASTER horizontalis</b> (Rockspray Cotoneaster. 3') pH 6.0 to 7.5. One of the most popular of the Cotoneasters. Flat, horizontal branches with bright red berries in early fall. -----	15.00
<b>COTONEASTER salicifolia</b> (Willowleaf Cotoneaster. 10') pH 6.0 to 7.5. Graceful arching shrub with narrow pointed willow-like leaves. One of the hardiest of the Cotoneasters. Red berries in late fall with foliage turning to purplish red. -----	15.00
<b>DESMODIUM penduliflorum</b> (Also called Lespedeza thunbergi-Bush Clover. 4') pH 6.0 to 7.5. Rosy purple pea-like flowers in very late summer. Shrub often freezes to ground, but that does not affect its ability to bloom the next season. Hardy over all of Pennsylvania and like climates. -----	10.00
<b>DEUTZIA gracilis</b> (Slender Deutzia. 3') pH 6.0 to 7.5. Dense, compact, slender arching branches with myriads of white flowers in racemes late May and June. -----	10.00





- DEUTZIA gracilis rosea** — Or *rosea eximea* (Rose panical Deutzia. 5') pH 6.0 to 7.5. This is a pink counterpart of *Deutzia gracilis*. Flower clusters are larger and this variety grows slightly taller than *D. gracilis*. Quite desirable. ----- 10.00
- DEUTZIA lemoinei** (Lemoine Deutzia. 5') pH 6.0 to 7.5. One of the hardiest of the Deutzias with flowers in upright racemes in late May. ----- 10.00
- ENKIANTHUS companulatus** (Redvein Enkianthus. 20') pH 4.5 to 5.0. Ericaceous shrub with yellowish or light orange bell-shaped flowers in pendulous clusters in mid-May. In fall leaves turn brilliant red before falling. --- 13.50
- ERICA darleyensis** (Darley Heath. 2') pH 5.0 to 7.0. Ericaceous plant, but not as insistent upon low pH as many others. This variety will survive under quite poor growing conditions. Blooms pale lilac in very early spring, sometimes through the winter. ----- 10.00
- EUONYMUS alatus** (Winged Spindeltree or Burningbush. 8') pH 6.0 to 7.5. Corky barked twigs with long narrow leaves which turn bright scarlet in fall. ----- 12.50
- EUONYMUS alatus compactum** (Dwarf Winged Spindle-tree or Dwarf Burningbush. 4') pH 6.0 to 7.5. A more desirable shrub than the *E. alatus* because of its lower and more compact habit. Magnificent fall bright red color. ----- 12.50
- EUONYMUS europaeus Aldenhamensis** (New improved Burningbush. 15') pH 5.5 to 7.5. Foliage held late in fall and turns to brilliant scarlet. Fruit pink and orange. Vigorous, shapely plant. We are booked up temporarily, but orders will be filled in rotation as more stock is available. ----- 12.50
- EUONYMUS fortunei acutus** (Wintercreeper. 6") pH 5.5 to 7.5. Very low growing evergreen creeper. Seldom over 6" high. Small deep green foliage with slight reddish tint in winter. Can be trained as a vine, but best as a ground cover. Excellent plant. Quite hardy. 11.00
- EUONYMUS fortunei erecta** (Upright Wintercreeper. 3') pH 5.5 to 7.5. Dense, bushy with small glossy leaves. Shrublike plant of evergreen form. ----- 11.00
- EUONYMUS patens** or *E. kiautschovica* (Bush Euonymus. 8') pH 5.5 to 7.5. The popular evergreen shrub *Euonymus*. Quite hardy. Pink to red berries or capsules in mid October and November. ----- 11.00
- EUONYMUS vegetus** (Largeleaf Winetercreeper. 4') pH 5.5 to 7.5. Leaves 1 to 1½" thick and leathery. Sometimes called Evergreen Bittersweet. Abundance of fruit in fall. ----- 11.00



2" Banded Arborvitae.



- EUONYMUS vegetus erectum, Saracoxie** (Upright Euonymus radicans. 5 to 6') pH 5.5 to 7.5. Introduced by Wild Brothers Nurseries of Saracoxie, Missouri. Described as compact and definitely upright; tollerant of hot, dry summers. Will grow in sun or shade. Thick glossy leaves which sometimes drop in extreme cold. However wood is winter hardy over practically all of the United States. ----- 11.00
- EUONYMUS yeddoensis** (Yeddo Euonymus. 10') pH 5.5 to 7.5. Upright — spreading flat topped shrub. Plant in sun or part shade. Brilliant red fall coloring. Fruits pinkish lavender and orange. We are booked up temporarily, but orders will be delivered in rotation received as new stocks are available. ----- 12.50
- FORSYTHIA Arnolds Dwarf** (2') pH 6.0 to 7.5. New extremely dwarf of weeping form. ----- 9.00
- FORSYTHIA Arnolds Giant** (12 to 15') pH 6.0 to 7.5. Another new Arnold Forsythia. Very large growing and probably will become quite popular. We are booked up for time being, but orders will be filled in rotation as received as soon as available. ----- 9.00
- FORSYTHIA Lynwood Gold** (5 to 7') pH 6.0 to 7.5. Comparatively new and outstanding. Excellent deep green foliage, erect branches, completely covered with deep yellow flowers. ----- 9.00
- FORSYTHIA Mrs. Farrand** (?) pH 6.0 to 7.5. New Arnold Arboretum introduction, with especially large flowers. We are booked up on this variety for the time being, but orders will be accepted for filling as soon as available. ----- 12.00
- FORSYTHIA Spring Glory** (6 to 8') pH 6.0 to 7.5. Extremely heavy flower producer. Large pale yellow blooms in profusion. ----- 9.00
- FORSYTHIA suspensa sieboldi** (Siebold's Weeping Forsythia. 4') pH 6.0 to 7.5. A trailing or weeping form which is excellent for planting on overhanging walls or terraces. Branches touch the ground and root and thus hold the soil in place. Bright yellow blooms in mid April. ----- 9.00
- HYDRANGEA Nikko Blue** (3') pH 6.0 to 7.5. One of the hardier forms for the "French Hydrangeas". Blooms on new wood which makes it much preferred to the older forms. Addition of acid will make blooms deeper blue, and addition of lime will cause blooms to have pinkish cast. ----- 9.00
- HYPERICUM Hidcote** (New Dwarf Hypericum. 2') pH 6.5 to 8.0. Hardier form of Hypericum of very low growth. Large waxy golden yellow flowers practically all summer. Note that it prefers sweet soils. ----- 11.00
- ILEX aquifolium** (English Holly. 30') pH 5.5 to 7.0. Unnamed varieties, but all female clons selected for exceptional berry bearing quality and all for hardiness. Both male and female unnamed varieties at. ----- 35.00
- ILEX aquifolium named varieties** (English Holly. 30') pH 5.5 to 7.0. We have moderate quantities of some very fine named varieties of English Holly in 2" bands. Ask for special list of varieties. ----- 45.00
- ILEX aquipernyi** (3') pH 5.5 to 7.0. A hybrid of English Holly x pernyi. Hardy in Philadelphia and along coastal cities, but worthy of trial in many areas. Very dwarfish, stubby growth with excellent foliage and bright red berries. ----- 35.00
- ILEX cornuta burfordi** (Burford's Chinese Holly. 9') pH 5.5 to 7.0. Extra large bright red berries through fall and winter. Leaves are very thick and leathery and more lustrous than many of the other Hollies. This variety does not need a pollinator to produce berries, but of course without a pollinator berries will not contain seeds. Hardy in southern Connecticut and on Long Island. Hardy here in Waynesboro. ----- 25.00
- ILEX crenata convexa** (Japanese Convexleaf Holly. 8') pH 5.5 to 7.0. A very desirable compact hardy evergreen shrub. Usually twice as broad as high. Leaves are convex, and exceptionally fine green. Black berries. No spines. ----- 15.00





<b>ILEX crenata helleri</b> (30") pH 5.5 to 7.0. Very dwarf form. Leaves are very small and branches twiggy but thornless. Probably not as hardy at <i>I. convexa</i> , but does very well in our area. -----	15.00
<b>ILEX crenata hetzi</b> (4') pH 5.5 to 7.0. Larger leaves than most of the <i>I. crenata</i> . Dwarfish, compact, and very pleasing variety. Black berries. -----	15.00
<b>ILEX crenata latifolia</b> (Bigleaf Japanese Holly. 8') pH 5.5 to 7.0. A dense pyramidal form which may be trimmed in formal shape. Is said to be even more hardy than most <i>crenatas</i> . -----	15.00
<b>ILEX crenata microphylla</b> (Littleleaf Japanese Holly.) pH 5.5 to 7.0. Growth is pyramidal but plant is very slow growing. Small thick little leaves. This is one of the hardier forms of the <i>I. crenata</i> . -----	15.00
<b>ILEX crenata rotundifolia</b> (Roundleaf Japanese Holly. 6') pH 5.5 to 7.0. Globe shaped form with rounded leaves. Grows dense and compact, and is probably one of the most popular of the <i>I. crenata</i> . Black berries. -----	15.00
<b>ILEX crenata Stokes Dwarf</b> (Stokes Holly. 18") pH 5.5 to 7.0. Plant patent number 887; this is a new very dwarf variety of extreme hardiness. Unlike many of the dwarf <i>crenata</i> types, the foliage is not straggely, but the plant forms a nice compact specimen. Grows slowly, but we predict it will be in wonderful demand as soon as the stock can be built up in the nurseries. -----	20.00
<b>ILEX crenata uprite</b> (Upright Japanese Holly. 8') pH 5.5 to 7.0. Grows larger and bulkier than most of the <i>crenatas</i> , and has very dark green foliage. Extremely hardy. -----	15.00
<b>ILEX opaca</b> (American Holly. 40') pH 5.0 to 7.0. Un-named male and female forms, but all selected from northern trees to give us the hardier clons. Like all Hollies, <i>opaca</i> prefers a well drained soil, and the mixture of some domestic peat and sand will be found very beneficial as a growing soil. -----	25.00
<b>ILEX opaca named varieties.</b> We have a limited quantity of named varieties on both male and female forms. Write for special list. -----	35.00
<b>ILEX pernyi</b> (Perny Holly. 15') pH 5.5 to 7.0. Very stubby and shrubby growth with sharp spines and bright red berries in fall. Slow growing and most unusual. Hardy here, but north of Harrisburg may suffer some winter damage unless in protected spots. -----	25.00
<b>JASMINUM nudiflorum</b> (Winter Jasmine. 3') pH 5.5 to 7.0. A low shrub with arching branches. Stems are dark green all year, and foliage is almost evergreen here. Forsythia like flowers in very early spring. Especially desirable over rock walls, terraces, etc. -----	11.00
<b>JUNIPERUS chin. pfitzeriana</b> (Pfitzer's Juniper. 8') pH 5.5 to 7.0. Broad and spreading and makes up quite fast. One of our most common and widely planted evergreens. -----	15.00
<b>JUNIPERUS chin. pfitzeriana aurea</b> (Pfitzer's Golden Juniper. 8') pH 5.5 to 7.0. A golden form of the popular Pfitzer's Juniper. We have only a limited quantity. -----	18.00
<b>JUNIPERUS chin. pfitzeriana compacta</b> (Compact Pfitzer's Juniper. 4½') pH 5.5 to 7.0. Compact form of Pfitzer's Juniper; doesn't grow quite so clumsy and large as common Pfitzers. Most nurserymen who grow this consider this a much better evergreen than <i>J. pfitzeriana</i> . -----	15.00
<b>JUNIPERUS chin. pfitzeriana nana</b> (Dwarf Pfitzer's Juniper. 3½') pH 5.5 to 7.0. Very dwarf form of Pfitzer's Juniper with darker green foliage. Limited quantity. -----	17.50



- JUNIPERUS chin. sargentii** (Sargent's Juniper. 1½') pH 5.5 to 7.0. Evergreen of prostrate habit. Grass-green foliage. Good for low foundation or rockery plantings. 15.00
- JUNIPERUS communis depressa plumosa** (or *Horizontalis Plumosa* — Andorra Juniper. 2') pH 5.5 to 7.0. Bright green foliage which turns purple in fall. Some nursery-men dislike it because of its winter color, but it makes up fast and probably is the most profitable of the spreading evergreens. 12.50
- JUNIPERUS communis hibernica** (Irish Juniper. 12') pH 5.5 to 7.0. Extremely narrow columnar type with blue-green foliage. Makes up fast, and is considered one of the "cheaper" evergreens. A good Garden Shop item. 12.50
- JUNIPERUS communis suecica** (Sweedish Juniper. 8') pH 5.5 to 7.0. Similar to Irish Juniper, but foliage is coarser. Color same. Grows with more open top. 12.50
- JUNIPERUS excelsa stricta** (Spiney Greek Juniper. 10') pH 5.5 to 7.0. Gray-green foliage. Broad based pyramidal evergreen. Good Garden Shop item. 18.00
- JUNIPERUS glauca hetzi** (Hetz Blue Juniper. 7') pH 5.5 to 7.0. A fast growing blue-green spreading Juniper. Grows more upright than Pfitzers and makes up quickly. Very popular item. 15.00
- KALMIA latifolia** (Mountain Laurel. 5') pH 4.5 to 6.0. Broadleaved evergreen of ericaceous type. Pink flowers in June. Likes some shade. 15.00
- KOLKWITZIA amabilis** (Beautybush. 7') pH 6.0 to 7.5. Upright arching branches completely covered with tubular pink flowers in June. Oftentimes again in the fall some bloom will show. Reddish fall foliage. 12.50
- LABURNUM vossi** (See Page 17.)
- LEUCOTHOE catesbaei** (Drooping Leucothoe. 4') pH 4.5 to 6.0. Sometimes mistakenly called Andromeda. Ericaceous type of plant. Likes partial shade. White flowers in May. Glossy leathery foliage with rich fall coloring. 15.00
- LIGUSTRUM ibota regelanium** (Regal Privet. 5') pH 6.0 to 7.5. Very hardy, horizontal branching and very neat appearing. Desirable. 9.00
- LIGUSTRUM ibota vicary** (Golden Iboata Privet. 5') pH 6.0 to 7.5. Foliage golden yellow all season. Neat compact shrub. Very popular as a "canned" item. 9.00
- LIGUSTRUM lodense** (European Privet. 3') pH 6.0 to 7.5. Compact low growing Privet which is not as hardy as the ibotas, but should be satisfactory in Philadelphia, and along the coast. Limited quantity available. 9.00
- LIGUSTRUM lucidum** (Glossy Privet. 15') pH 6.0 to 7.5. Thick leathery leaves. Evergreen shrub of fine quality. Clons are of variable hardiness. Our stock is from Northern Delaware. 11.00
- LIGUSTRUM ov. aureum** (Golden California Privet. 10') pH 6.0 to 7.5. Actually a variegated golden leaved form of the California Privet. Instead of being uniformly golden as *L. ibota vicary* the foliage is blotched with golden variegation. Hardy in Waynesboro, but may freeze to ground north of Harrisburg in extremely bad winters. 8.00
- MAGNOLIAS** (See Page 17.)
- MAHONIA aquifolia** (Oregon Hollygrape. 5') pH 6.0 to 7.5. Lustrous dark green leathery leaves. Yellow flowers in May followed by grapelike bunches of bluish-black fruit. Can be shaped or kept low. Often mistaken for Holly. 13.50
- MYRICA pensylvania** (Northern Bayberry. 5') pH 5.0 to 6.5. Deciduous shrub with fragrant semi-evergreen leaves. Hardy from Newfoundland to Maryland along seashore. Does well in well drained soil, even if soil is very poor. We are growing it in domestic peats. The gray berries of the shrub were used by the Colonists in candlemaking for incense-like fragrance. 13.50





<b>PHILADELPHUS albatre</b> (Lemoine's Mockorange Albatre. 5') pH 6.0 to 7.5. Double flowering very desirable form. Compact grower and if anything preferred to <i>P. virginialis</i> . We are booked up on this item for the time being, but orders will be filled in rotation as stock is available. -----	10.00
<b>PHILADELPHUS corn. aureus</b> (Golden Mockorange. 4') pH 6.0 to 8.0. Dwarfish form with bright golden color. One of the most popular of golden leaved shrubs. -----	12.50
<b>PHILADELPHUS Enchantment</b> (Lemoine's Mockorange Enchantment. 6 to 7') pH 6.0 to 8.0. Double white flowers in thick panicles, somewhat similar to Bouquet Blanc. We are booked up on this item for the time being, but orders will be filled in rotation as stock is available. -----	12.50
<b>PHILADELPHUS Lemoinei Glacier</b> (Lemoine's Mockorange Glacier. 5') pH 6.0 to 8.0. Flowers are double 1 1/4". We are booked up on this variety for the time being, but orders will be filled in rotation received as stock is available. -----	12.50
<b>PHILADELPHUS purpureo-maculatus amalthae</b> (6') pH 6.0 to 8.0. Large single white flowers with pink center. We are booked upon this variety for the time being, but orders will be filled in rotation received as stock is available. -----	12.50
<b>PHILADELPHUS virginialis</b> (Virginal Mockorange. 6 to 8') pH 6.0 to 8.0. Very fragrant and probably the most popular of all of the hybrid Mockoranges. Vigorous grower. -----	10.00
<b>PIERIS floribunda</b> (Mountain Andromeda. 3') pH 5.0 to 6.0. Waxy white flowers in May with a dark foliage background. We find it one of the most difficult of the ericaceous group, but with well drained or very sandy soil it seems to do well. -----	15.00
<b>PIERIS japonica</b> (Japanese Andromeda. 5') pH 5.0 to 6.0. White flowering broadleaved evergreen. Blooms May. One of the easier ericaceous plants to grow, but must have reasonable drainage. One of our biggest sellers. --	15.00
<b>POTENTILLA fruticosa farreri Gold Drop</b> (New Bush Cinquefoil. 2 1/2') pH 6.0 to 7.5. Small compact very hardy shrub with small fernlike foliage. Brilliant deep yellow flowers entire summer. We are booked up on this item for the time being, but orders will be filled in rotation received as stock is available. -----	9.00
<b>PYRACANTHA cocc. lalandi</b> (Laland's Firethorn. 8') pH 6.0 to 7.5. Semi-evergreen here. In protected spots foliage remains all winter. Planted for its great profusion of orange berries in clusters in fall and winter. Probably the hardiest of the <i>P. coccinea</i> group. Should be grown in containers because roots range over wide area, making it difficult to transplant. Makes up fast. One of the finest money-makers for both nurseries and Garden Shops. -----	12.50
<b>PYRACANTHA crenato-serrata - yunnanensis</b> (Yunan Firethorn. 8') pH 6.0 to 7.5. A red berried form possibly not as hardy as the other two varieties listed, but does well here in Waynesboro. Another good container item. -----	12.50
<b>PYRACANTHA crenulata rogersiana</b> (Rogers Firethorn. 9') pH 6.0 to 7.5. Small leaves as compared to <i>P. lalandi</i> . Berries are deep orange-red in large number in fall and winter. Possibly not as hardy as <i>lalandi</i> but much in demand where it can be grown. Plant in containers. -----	12.50
<b>RETINOSPORA obtusa crippei</b> (Golden Hinoki Cypress. 6') pH 5.5 to 6.5. Lemon yellow foliage; slow growing. Many <i>Retinosporas</i> are considered cheaper evergreens, but the obtusas definitely are first quality plants. -----	22.50
<b>RETINOSPORA obtusa gracilis</b> (Slender Hinoki Cypress. 12 to 15') pH 5.5 to 6.5. Narrow, somewhat irregular pyramid with rich green foliage. Good plant. -----	22.50



- RETINOSPORA obtusa gracilis nana** (Dwarf Hinoki Cypress. 30") pH 5.5 to 6.5. A very "stubby" form with rich dark green foliage. Inclined to squatty cone shape. Limited quantities available. ----- 22.50
- RETINOSPORA plumosa** (Plumed Falsecypress. 20') pH 6.0 to 7.0. Broad pyramid with lacy pale green foliage. One of the types which makes up quickly and is considered a low cost plant. Good Garden Market item. 12.50
- RETINOSPORA plumosa aurea** (Golden Plumed Falsecypress. 20') pH 6.0 to 7.0. A golden tipped form of the above with similar characteristics. ----- 12.50
- RETINOSPORA plumosa aurea Golddust or Lovetti** (Golddust Falsecypress. 12') pH 6.0 to 7.0. Quite attractive form of the *R. plumosa*. Not as fast growing, and more dwarfish and regular than most in this group. Excellent Garden Market item. ----- 12.50
- RETINOSPORA plumosa lutescens** (Dwarf Golden Plumed False Cypress. 4') pH 6.0 to 7.0. Squatty cone shaped form with sulphur-tipped foliage. Often called "Football Cypress". Good Garden Market item. ----- 12.50
- RETINOSPORA plumosa squarrosa veitchii** (Moss Falsecypress. 18') pH 6.0 to 7.0. Bluish-gray foliage turning slightly bronze in fall. Another low cost type of plant. Good Garden Market item. ----- 12.50
- RHODODENDRON carolinianum** (Carolina Rhododendron. 5') pH 4.5 to 6.0. Ericaceous plant of dwarf stature. Compact, and excellent as individual specimen or in groups. Pure white to deep rose blooms in mid May. We find it one of the more difficult Rhododendrons to grow, but very handsome plant. ----- 15.00
- RHODODENDRON catawbiense** (Catawba Rhododendron. 6') pH 4.5 to 6.0. Spreading evergreen; broad leaved with an abundance of flowers which are very deep red in bud and open to good deep pink. Not as fast growing as many of the hybrids, but a good Rhododendron form. 15.00
- RHODODENDRON catawbiense compactum** (Dwarf Catawba Rhod. 3') pH 4.5 to 6.0. Similar to its parent *R. catawbiense*, but this is a true dwarf form which rarely grows more than 3 ft. in height. Rated winter hardy to 20 or 25 below zero. Limited quantity. ----- 15.00
- RHODODENDRON fortunei** (Fortune's Rhododendron. 10') pH 4.5 to 6.0. Large flowering form of Rhododendron. Probably not as hardy as *catawbiense*, but many plants are growing on Long Island and up to Boston. Very hardy here. Flowers are fragrant. Will stand extreme summer heat better than most forms. ----- 15.00
- RHODODENDRON hybrid seedlings** (Various heights.) pH 4.5 to 6.0. Because these are grown from seeds the characteristics range the gamut of types. All are grown from seeds collected from red hybrids and some of our customers have sent us some very handsome red blooms from these plants. They have also sent us some white ones, which only indicates that it is impossible to predict colors. ----- 15.00
- RHODODENDRON keiskii** (Keisk Rhododendron. 8') pH 4.5 to 6.0. Pale yellow flowers in mid-May.. We have them in only limited quantity. Reported winter hardy to 15 below zero. ----- 15.00
- RHODODENDRON racemosum** (Mayflower Rhododendron. 2 to 6') pH 4.5 to 6.0. Delightful early blooming sort (mid-May) with comparatively small leaves. Deep pink blooms. Hardy to approximately 20 below zero. Limited quantity. ----- 15.00
- RHODODENDRON vernicosum** (Lacquer Rhod. 12 to 15') pH 4.5 to 6.0. Bulky, husky plant with excellent pale rose pink blooms in late May. Hardy and good. Limited quantity. ----- 15.00





Rhododendron in 2" Band.

- RHODODENDRONS** — named varieties from cuttings.  
We have a limited number of rooted cuttings of some of the best named varieties of Rhod. — All are in 4" bands (12 - 4" bands are a flatfull) and all of first quality. Write for special list. ----- 85.00
- RIBES alpinum** (Mountain or Alpine Current. 5') pH 6.0 to 7.5. Very hardy dwarf shrub with attractive scarlet berries in late summer. Foliage appears early in season. We are booked up for the time being, but orders will be filled in rotation received as stock is available. ----- 9.00
- SALIX purpurea nana** (Purpleosier or Blue Asiatic Willow. 4') pH 6.0 to 7.5. One of the better dwarf willows. excellent as a hedge or for planting in moist places as specimens. Quite popular. ----- 8.00
- SPIRAEA Anthony Waterer** (Dwarf Red Spirea. 3') pH 6.0 to 7.5. One of the most popular of the dwarf Spireas. Pleasing plant with profuse red flowers in late June. If old blooms are removed before they harden, blooming period can be greatly prolonged. Excellent item in general nursery as well as Garden Shops. ----- 9.00
- SPIRAEA billiardi** (Billiard Spirea. 6') pH 6.0 to 7.5. Spikes of bright rose blooms in late June. We have always considered it a poor shrub, but people will buy it in bloom when planted in containers. In demand for planting on banks, because root growth is comparatively quick and somewhat extensive. ----- 9.00
- SPIRAEA coccinea japonica** (Crimson Japanese Spirea. 3') pH 6.0 to 7.5. Similar to S. Anthony Waterer, but flowers are a deeper crimson red, and the plant more dwarfish. ----- 10.00
- SPIRAEA collosa alba**, (Also S. albiflora. 1½') pH 6.0 to 7.5. Dense compact low shrub, with profuse white flowers in flat clusters in July. Excellent when planted with the red flowering forms of Spirea. ----- 10.00
- SPIRAEA margaritae** (Margarita Spirea. 4') pH 6.0 to 7.5. One of the better Spireas with rosey pink flat clusters of bloom in June. Like most of the Spirea of this form it blooms best when trimmed back each season to 1'. Blooms are on new wood. We are booked up on this item for the time being, but orders will be filled in rotation received as stock is available. ----- 10.00
- SPIRAEA prunifolia plena** (Bridalwreath Spirea. 8') pH 6.0 to 7.5. A very old form, but we consider it one of the most desirable if properly cared for. Some old wood should be removed, and dead stems taken out after blooming; any trimming needed should be done in July. Bloom buds are set in fall. Very double small white flower in great numbers in mid-May. Fall color orange to red. ----- 9.00



<b>SPIREA thunbergi</b> (Thunberg Spirea. 5') pH 6.0 to 7.5. Small single white flowers on feathery graceful branchlets in early May. Planted extensively because it blooms early, but we consider it the least attractive of the many white Spireas. -----	9.00
<b>SPIRAEA vanhouttei</b> (Vanhoutte Spirea. 6') pH 6.0 to 7.5. Oftentimes called "Improved Bridalwreath". Profuse white flowers in clusters on graceful arching branches. Hardy and very widely planted. -----	9.00
<b>TAXUS baccata adpressa stricta</b> (Shortleaf Upright English Yew. 4 to 5') pH 5.5 to 7.5. Compact upright small growing form with short needles. Slow growing and good. -----	13.50
<b>TAXUS baccata dovastoni aurea-variegata</b> (Yellow Dovaston.) pH 5.5 to 7.5. A golden form which might be classified as something of a novelty. Quite a handsome plant, and may be used for color contrast with dark green forms. -----	13.50
<b>TAXUS baccata repandens</b> (Spreading English Yew. 2') pH 5.5 to 7.5. Horizontal Yew with graceful arching branches. Rarely grows over 2' in height. Excellent dark green. Probably the hardiest of the English forms. -----	16.00
<b>TAXUS cuspidata spreading</b> (Japanese Spreading Yew. 6') pH 5.5 to 7.5. The most popular of all the spreading Yews. Eventually grows quite large for average foundations. Makes up comparatively fast so nurserymen like it well. -----	13.50
<b>TAXUS cuspidata capitata</b> (Upright Japanese Yew. 15') pH 5.5 to 7.5. Like most of the cuspidata Taxus, this variety will eventually grow quite big. If kept trimmed to pyramid form, it is one of the most handsome of the Japanese forms. For average foundation plantings it can be kept within bounds for 20 years or more by yearly shearing. We grow them from both tip cuttings and seeds, so please specify which you prefer. -----	16.00
<b>TAUS cuspidata compacta-brevifolia</b> (Compact Japanese Yew. 5') pH 5.5 to 7.5. A more compact form of Japanese Yew which is more suitable for foundation planting on average low roofed homes. Slower to make up than T. cuspidata, but more desirable. -----	13.50
<b>TAXUS cuspidata densa</b> (Dense Japanese Spreading Yew. 5') pH 5.5 to 7.5. Another compact form of Japanese Spreading Yew, with excellent color. -----	13.50
<b>TAXUS cuspidata nana-brevifolia</b> (Dwarf Japanese Yew. 4') pH 5.5 to 7.5. Slow growing, and yet one of the most desirable of all of the Japanese forms. Several similar types are offered as T. cuspidata nana, but are actually compact forms similar to those listed above. We offer the true slow growing dwarfish form. -----	13.50
<b>TAXUS intermedia</b> (Hybrid Yew. 6') pH 5.5 to 7.5. Spreading form of very good character. Not as bulky and large as T. cuspidata. -----	13.50
<b>TAXUS media browni</b> (Brown's Yew. 6') pH 5.5 to 7.5. A broad upright form which has become extremely popular. Make up somewhat fast and thus from a nurseryman's standpoint is desirable. Good fine dense deep green. -----	13.50
<b>TAXUS media columnaris Mooni</b> (Moons Columnar Yew.) pH 5.5 to 7.5. Broad columnar form of excellent hardiness. Good foliage, and quite desirable. -----	13.50
<b>TAXUS media hatfieldi upright</b> (Hatfield's Pyramidal Yew. 8') pH 5.5 to 7.5. Of the many hybrids originally introduced by Hatfield, from a commercial standpoint, this upright form, and one of the best of the spreading types have been selected by nurserymen over the years. This is a broad columnar form with excellent foliage, good color, with dense upright branches. -----	13.50
<b>TAXUS media hatfieldi spreading</b> (Hatfield's Spreading Yew. 3') pH 5.5 to 7.5. A hybrid of English and Japanese Yews of spreading form with good color and dense foliage. -----	13.50





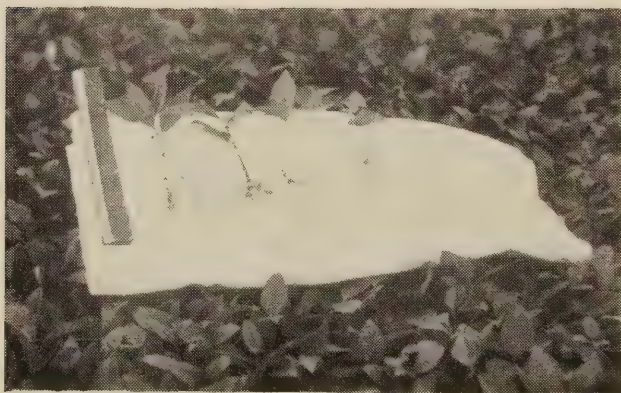
- TAXUS media hicksi** (Hick's Columnar Yew. 10') pH 5.5 to 7.5. Similar to the Irish Yew (*T. baccata*) but much more hardy. Upright columnar and needs but little pruning; an excellent rich glossy green plant. ----- 13.50
- TAXUS media hunnewelli** (Hunnewell's Spreading Yew. 6') pH 5.5 to 7.5. Spreading form of excellent foliage. Is inclined to more uniform growth than many of the spreading Yews. Gets somewhat large for low types of houses, but nurserymen like it because it makes up reasonably fast. ----- 13.50
- TAXUS media kelseyi** (Kelsey's Upright Yew. 8') pH 5.5 to 7.5. Comparatively slow growing upright plant with dark green dense foliage. Desirable because it is slow and heavy berry bearing. Limited quantity. ----- 13.50
- TAXUS media vermeullen** (Vermeullen Yew.) pH 5.5 to 7.5. Pyramidal type with compact dense foliage. Broad base as compared to hicks which it resembles. ----- 13.50
- TAXUS media wellesleyana** (Wellesley's Yew. 8') pH 5.5 to 7.5. Broad based upright form with dark green foliage. Very satisfactory plant. ----- 13.50
- THUJA occ. elegantissima** (Golden Tip Arborvitae. 15') pH 6.0 to 7.5. This is probably the best of the golden tipped Arborvitae. Uniformly broad pyramid with good dense foliage. One of the lower priced evergreens. ---- 12.50
- THUJA occ. globosa Nova.** (Globe Arborvitae. 3') pH 6.0 to 7.5. Globe shaped bushy plant, so well known it hardly need description. This is a new clon selected for its better color. ----- 12.50
- THUJA occ. globosa Woodwardi** (Woodward's Globe Arborvitae. 4') pH 6.0 to 7.5. Usually a little broader than tall. Good color. We have a limited quantity. ---- 12.50
- THUJA occ. nigra** (Dark Green Arborvitae. 20') pH 6.0 to 7.5. Broad based upright compact plant like American Arborvitae. This clon has better winter color; it does not get quite so brown. ----- 12.50
- THUJA occ. pyramidalis** (Pyramidal American Arborvitae. 25') pH 6.0 to 7.5. Well known upright form. Universally popular. Stands shearing very well. ----- 12.50
- THUJA occ. wareana** (Ware's or Siberian Arborvitae. 12') pH 6.0 to 7.5. Broad pyramid with rugged steel green foliage. Very hardy. ----- 12.50
- TSUGA canadensis** (Canadian Hemlock. 90') pH 5.0 to 6.5. Hardy from Nova Scotia to Minnesota. Tree grows very large if left untrimmed, but can be kept 3 to 4' tall for many years if so desired. One of the most popular landscape evergreens. (See page 17 for larger plants in 3" pots.) ----- 12.50
- VIBURNUM burkwoodi** (Burkwood Viburnum. 6') pH 6.0 to 7.5. Vigorous growing semievergreen with glossy dark green leaves. Fragrant flowers of blush-pink in mid-May. One of the better shrubs. ----- 22.50
- VIBURNUM carlesii** (Koreanspice Viburnum. 4') pH 6.0 to 7.5. One of the very fragrant snowball types of Viburnum with black berries in early fall and reddish foliage in fall. These are own root plants. ----- 15.00
- VIBURNUM chenaulti** (Chenault Viburnum. 6') pH 6.0 to 7.5. A new variety similar to *V. burkwoodi*, but somewhat lower growing, and more compact. 3" bands. (24 to flatfull) --- 32.50
- VIBURNUM juddi** (Judd Viburnum.) pH 6.0 to 7.5. New and outstanding origination of the Arnold Arboretum. Similar to *V. carlesii*, but not as large growing with darker leaves and larger flowers. Limited supply. ----- 22.50
- VIBURNUM juddi.** We have a few in 3" bands at ----- 40.00
- VIBURNUM opulus-americanum** (European hibush Cranberry. 12') pH 6.0 to 7.5. Dense vigorous plant with white flowers and long lasting red berries. American and European forms seem badly mixed in most nurseries. We wonder if they are not so similar that it is hardly worthwhile to keep them separate. ----- 9.00




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<b>VIBURNUM opulus nanum</b> (Dwarf Cranberry. 2') pH 6.0 to 7.5. Very low growing form of Viburnum which is apparently non-fruiting. Excellent for rock gardens, low hedges, and even as foundation plants on some of the modern low homes. -----	9.00
<b>VIBURNUM opulus sterilis</b> (Common Snowball. 10') pH 6.0 to 7.5. Showy ball shaped flowers in May and June. Plant husky and very hardy. -----	9.00
<b>VIBURNUM prunifolium</b> (Blackhaw Viburnum. 12') pH 6.0 to 7.5. The fruits have been used for preserves since Colonial times. Rugged appearing shrub with horizontal branches. White flowers followed by blue-black fruit. Excellent red fall color. We are booked up on this item for the time being, but orders will be filled in rotation received as stock is available. -----	9.00
<b>VIBURNUM rhytidophyllum</b> (Leatherleaf Viburnum. 6') pH 6.0 to 7.5. Large oblong deep green leaves. Evergreen. Will grow in very poor soil. -----	15.00
<b>VIBURNUM setigerum-theiferum</b> (Tea Viburnum. 9') pH 6.0 to 7.5. Narrow upright grower with handsome foliage. Spectacular brilliant scarlet berries in clusters. Limited quantity. -----	12.50
<b>VIBURNUM tomentosum</b> (Doublefile Viburnum. 8') pH 6.0 to 7.5. White flowers borne in flat heads in June. Red to black berries. We are booked up on this item for the time being, but orders will be filled in rotation received as stock is available. -----	12.50
<b>WEIGELA Eva Rathke</b> (Red Flowering Weigela. 5') pH 6.0 to 7.5. One of the most popular deciduous shrubs. Excellent red blooms in large numbers beginning in mid-May. More or less a specialty with us. -----	9.00
<b>WEIGELA floribunda</b> (Crimson Weigela. 8') pH 6.0 to 7.5. A more upright form of greater hardiness than some of the other red Weigelas. Blooms are crimson and appear in May. We are booked up on this item for the time being, but orders will be filled in rotation received as stock is available. -----	9.00
<b>WEIGELA nana variegata</b> (Variegated Weigela. 5') pH 6.0 to 7.5. Light pink flowers in May and June. Planted especially for its variegated leaves which actually appear to be hand painted. Dwarf compact habit. -----	9.00
<b>WEIGELA vaniceki</b> (Vanicek's Weigela. 6') pH 6.0 to 7.5. A new improved variety with blooms red like Eva Rathke. This clon is supposed to be hardier. Known also as "Newport Weigela". -----	9.00

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Well Rooted Cuttings Make Sturdy Plants.

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# Liners in Clay Pots

Prices are "per 100"; 11 - 4" pots make a flatfull, and you'll do us a favor if you order in units of 11; 100 rates apply to 11, or multiples of 11. 20 - 3" pots make a flatfull and 100 rates apply to 20 or multiples of 20; not less than "flatfulls" are sold. Pots go with the plants.

**LABURNUM vossi** (Waterer Goldenchain Tree. 15') pH 6.0 to 8.0. Attractive small tree with cloverlike foliage and golden flowers in June hanging in long chains. Must have well drained soil. Try some of the domestic peats in the soil mixture. 3" pots. ----- 100.00

## MAGNOLIAS.

**soulangeana** (Saucer Magnolia. 15 to 18') pH 5.0 to 7.0. Huge pink flowers in great numbers in May before leaves appear. The most popular and best known, but blooms so early that we usually lose the flowers here. In spite of that fact it is still our most popular local Magnolia. — 3" pots. ----- 35.00  
4" pots ----- 50.00

**soulangeana alexandrina** (Alexander Saucer Magnolia. 15 to 18') pH 5.0 to 7.0. One of the best growers of the Chinese Magnolias. Blooms are darker in color and somewhat later to appear. — 3" pots. ----- 35.00  
4" pots. ----- 50.00

**soulangeana nigra** (Purple Magnolia. 15 to 18') pH 5.0 to 7.0. Dark purple outside, white inside of flowers in early June. This one is always satisfactory with us, because it misses our last freeze. — 3" pots. ----- 35.00  
4" pots. ----- 50.00

**stellata** (Star Magnolia. 8 to 10') pH 5.0 to 7.0. Fragrant semi-double star shaped white flowers in mid-April before leaves. One of the higher priced Magnolias. 3" pots. ----- 35.00

**waterlily** (8 to 10') pH 5.0 to 7.0. A hybrid of *M. stellata* and *M. soulangeana*. Blooms mid-May with large many petaled flowers. New and distinct. 3" pots. 35.00

**TSUGA canadensis** (Canadian Hemlock. 90') pH 5.0 to 6.5. Hardy from Nova Scotia to Minnesota. Tree grows very large if left untrimmed, but can be kept 3 to 4' tall for many years if so desired. One of the most popular landscape evergreens. 3" pots. ----- 18.00

# AZALEAS

Yes, you certainly can grow Azaleas in your locality.

Very likely, if you look around a bit carefully, you'll find near you, one or more amateurs who have been stung by the "Azalea Bug"; and who are doing a mighty sweet job with these highly desirable plants. If you ask them questions, you'll learn that in most cases these hobbyists knew nothing about growing anything when they started. You'll be amazed at the amount of information they have accumulated.

Occasionally, one or another will proudly point out a variety which is not supposed to be winter hardy in your area, and hint that his success is due to his discovery of a solution to some very deep, dark secret of nature. Of course, all of this "secret" business is



just funny, but it's fun. If there is any "secret" involved it is only a matter of providing soil or growing medium that meets the approval of these plants. The soils angle has been thoroughly discussed in our recent "Service Bulletin". If you didn't get a copy, write for it.

Of all of the nursery crops you can grow, Azaleas, and some other of the ericaceous group, will make you the most money;— So, you'll not only get a heap of satisfaction out of growing them, but you'll be handsomely paid for it as well.

We get very impatient with the "fuddy duddies" who peddle the opinion that if Hinodegiri, Coralbells and Snow, aren't hardy with you, you are wasting your time growing Azaleas. Some of the other hybrids, new and old, have more pleasing blooms, and many are hardier and better growers.

In fact, today's better landscape men are using many more varieties, and thus the bloom period of an Azalea planting does not begin and end with one variety, but starts early and extends well into the summer.

Every variety offered has first class excuse for being in the following list. Either it is a hardier variety, or it has extra fine blooms, or it is outstandingly popular.

Because of our inability to describe colors, "The Azalea Handbook" is our authority for descriptions of most varieties.

PLEASE NOTE: We have limited quantities of many varieties of second year Azaleas in 3" bands (24 to flat). If interested in these larger plants, please write for list of varieties available.

Prices are "per 100"; 50 or more 2" banded plants at the 100 rate. Minimum orders, 50 of a variety.

**ARNOLDIANA AZALEAS:** A group of extremely hardy plants, but color range much limited.

**Prices:** 2" bands \$15.00 per 100.

**CARDINALIS.** Probably best of group; medium tall; early midseason; single 1 $\frac{1}{4}$ "; violet red.

**GABLES HYBRID AZALEAS:** This group contains plants of a wide range of colors; some are very dwarf; others tall and upright. We consider the Gables of the best for our area where temperatures range to and sometimes below zero. Those marked with asterisk (\*) we have only in small quantities.

**BOND STREET.** Medium spreading; midseason; 2" single; pink.

**BOUDOIR (18G)** Spreading; late midseason; single 1 $\frac{1}{2}$ "; violet red with darker blotch.

**CAMEO (2G)** Upright; medium height; late; full double flowers; 1 $\frac{1}{2}$ " shell pink.



- CAROL (B8G)** Low, late midseason; single hose-in-hose;  $1\frac{1}{4}$ "; violet red; very hardy.
- CAROLINE GABLE (96G)** Tall upright; hardy; late midseason; single hose-in-hose;  $1\frac{1}{2}$ " red with darker blotch.
- \* **CHINOOK (11G)** Tall upright; early midseason; single hose-in-hose;  $2\frac{1}{2}$ " orange red.
- CORSAGE (16G)** Medium spreading; strong grower; single  $2\frac{1}{2}$ " orchid; fragrant.
- ELIZABETH GABLE (21G)** Spreading; medium height; late; single frilled;  $2\frac{1}{2}$ " red with darker blotch; very hardy.
- GABLES POUKHANENSIS HYBRID (51G)** Low spreading; early midseason; very hardy; single 3"; orchid pink.
- HERBERT (47G)** Spreading; medium height; early midseason; single hose-in-hose; frilled;  $1\frac{3}{4}$ " reddish violet.
- ISABEL.** Tall upright; midseason; single hose-in-hose;  $1\frac{1}{2}$ " pink.
- JAMES GABLE (F1G)** Tall, spreading; early midseason; single hose-in-hose; 2" red with darker blotch.
- \* **LORNA (C8G)** Low, dense, spreading; late double hose-in-hose;  $1\frac{3}{4}$ "; free growing violet red.
- LOUISE GABLE (13G)** Spreading; low dense; late; double or semi-double;  $2\frac{1}{4}$ " violet red.
- MARYANN (38G)** Low, dense, spreading; midseason; semi-double;  $2\frac{1}{4}$ " violet red; profuse bloomer.
- MARY FRANCES HAWKINS (C3G)** Tall, spreading; late; single; hose-in-hose; 2"; pink; hardy.
- MILRED MAE (69G)** Tall, vigorous spreading; early midseason; single  $2\frac{3}{4}$ "; reddish violet with brown blotch.
- MONTROSE.** Medium height; spreading; early midseason;  $1\frac{1}{2}$ " rose pink.
- POLARIS (118G)** Spreading; late midseason;  $2\frac{1}{4}$ "; white hose-in-hose; delux Snow.
- PURPLE SPLENDOR (C1G)** Tall; upright; midseason; single hose-in-hose; frilled  $1\frac{3}{4}$ " dark purple.
- ROSE GREELEY (D3G)** Low spreading; dense; early midseason; single hose-in-hose; white; sweetscented.
- \* **ROYALTY (A27G)** Low, spreading, late double;  $1\frac{1}{2}$ " reddish violet.
- SUSAN (54G)** Spreading; medium hardy; very late; single;  $2\frac{1}{4}$ " salmon pink.
- \* **VIOLA (50G)** Spreading; tall, large; early midseason; single;  $2\frac{3}{4}$ "; red with darker blotch.
- F3G (Campfire)** Round spreading, low; very hardy; single hose-in-hose;  $1\frac{1}{2}$ " brilliant red.
- \* **J13G.** Spreading; midseason; 2" single; hose-in-hose; terra cotta shade.
- \* **152G.** Medium height; midseason; single deep pink.
- 19G.** Broad spreading; dense;  $2\frac{1}{2}$ " watermelon pink.

**GLENN DALE AZALEAS:** Until the '54-55 winter, this group was thought by many nurserymen to consist of varieties which could be classed as dependably hardy only as far north as Baltimore and Washington. However, the winter of '54-55 sorted the sheep from the goats. Many of the Glenn Dales went through several nights of 5 to 8 degrees, and not only





suffered no damage, but set full crops of blooms. Others of the Glenn Dale group did show much winter damage, but of the varieties listed below all come through in fine condition. Most of this group are especially desirable for extremely large flowers, which of course makes them very showy plants. Those marked with an asterisk (\*) we have only in very limited quantities.

**Prices: 2" bands \$15.00 per 100.**

- \* **ANDROS.** Medium tall; spreading; late midseason; double; 2¼"; mallow pink.
- \* **ANTHEM.** Medium tall; upright; late midseason; 3" rose pink.
- APHRODITE.** Erect branches on low shrub; midseason; free flowering; 2" pale rose pink.
- \* **BUCCANEER.** Erect, early; 2" brilliant orange-red.
- DAPHNIS.** Medium height; spreading; early midseason; single; 2¼" tyrian pink.
- DELOS.** Medium tall; spreading; late midseason; double; 2¼"; deep rose pink; buds are like rosebuds.
- \* **F. C. BRADFORD.** Medium height; spreading; early; midseason; single; 2½" rose with red edge.
- \* **FAIRY BELLS.** Tall; spreading; single; hose-in-hose; pendant; 2¼" red.
- GAIETY.** Spreading; medium height; single; 3" rose pink; late midseason.
- GLACIER.** Upright; medium height; early midseason; single; 2¼"; white; very fine.
- \* **ILLUSION.** Dense; upright to 4 ft.; single; early; 2½"; deep rose pink.
- \* **MANHATTAN.** Medium height; late midseason; spreading; single; 2½"; amaranth pink.
- \* **NERISSA.** Medium height; spreading; single; 1½"; pink with faint yellow; very fine.
- ROSETTE.** Medium height; upright; early; double; 3½" to 4"; light purple; outstanding.
- \* **SEBASTIAN.** Medium tall; open growth; early single; hose-in-hose; rose color.
- TREASURE.** Medium height; spreading; early midseason; single 3½" to 4½" white; better than indica alba which it resembles.
- \* **TROUPER.** Medium height; dense; midseason; 1½" pink to orange; single.

**KAEMPHERI HYBRID AZALEAS:** Most are tall, and hardier than the Kurumes; handsome plants, with ample blooms; and they follow each other to cover a long period of the season. Excellent growers; very little pampering required.

**Prices: 2" bands \$15.00 per 100.**

- ALICE.** Medium height; early midseason; single 2"; camellia rose with dark blotch.
- BETTY.** Medium height; upright; early midseason; single; 2"; red.
- CARMEN.** Tall, upright; early midseason; single; 2½" crimson red with brown blotch.



**FEDORA.** Medium height; upright; early midseason; 2" violet red.

**FLAME.** Medium, upright; 2"; flame red.

**GRETCHEN.** Medium height; upright; late midseason; single; 2" reddish violet with blotch.

**KAEMPHERI HYBRIDS** (from seeds) Likely of any color and form from open pollinated seeds.

**LAKME.** Medium height; medium spread; single; 2" red.

**MAROON.** Tall, compact; midseason; single 2½" to 3"; maroon.

**MARY.** Medium height; upright; early midseason; single 2½"; violet red.

**MRS. DOORENBOS.** Medium height; upright; single 2¼"; vermillion red.

**OTHELLO.** Medium height; upright; early midseason; single 2"; claret red.

**PURPLE KING.** Tall upright; early midseason; single 1¾"; purple.

**KURUME AZALEAS:** America's best known and most popular group of evergreen Azaleas. Most are dwarf in habit of growth, although some few are upright. All are dense and shapely. Most bloom early or early midseason. Those marked with an asterisk (\*) we have only in very limited quantities.

**Prices:** 2" bands \$15.00 per 100, except hinodegiri and hexe which are \$12.50 per 100.

**AMOENA** (Amoenum) Medium tall; spreading; dense; early midseason; single; hose-in-hose; 7/8"; violet red; quite hardy.

**AMOENA COCCINEA** (Amoenum) Medium height; spreading; dense; early midseason; single; hose-in-hose; 7/8"; red; hardier than many in this group.

**AMOENA SUPERBA** (Amoenum) Same as above but dark purple.

\* **CARMINITA SPLENDENS** (Amoenum) Medium height; spreading; dense; early midseason; bright red.

\* **CORALBELLS.** Low spreading; early midseason; single; hose-in-hose; 1½"; deep pink.

**DOUBLE HINODEGIRI.** Same as hinodegiri except that blooms are hose-in-hose.

**FIREFLY.** Spreading; early midseason; deep orange; quite hardy.

**FLAME KURUME.** (Proper name Benefudi) Low; early, evergreen; salmon.

**HEXE.** Spreading; low, dense; late midseason; hose-in-hose; 1¾"; violet red.

**HINOCRIMSON.** Spreading; medium height; early midseason; 1½" red.

**HINODEGIRI.** Spreading; medium height; early midseason; single; 1½" red.

**MAJORIE ANN** (Pericat) Spreading, low, dense; early midseason; semi-double; 1¼" red.

**PINK PEARL.** Low compact, deep pink.

**SHERWOODI** (or Sherwood Orchid). Medium height; spreading; early midseason; 2"; orchid; hardier than most in Kurume group.



**SHERWOOD CERISE.** Same as above, but with Cerise pink blooms.

**SHERWOOD RED.** Same as above but with blood red blooms.

**SNOW.** Medium height; uprite; dense; early midseason; single; hose-in-hose; excellent white.

\* **SWEETBRIAR.** Medium height; spreading; early midseason; single hose-in-hose; 1½"; white flushed red.

**YAESHOJO.** Upright; tall; early midseason; single; hose-in-hose; 1½"; orange red.

**MUCRONATUM AZALEAS:** Hardy along the East Coast to Long Island. Most varieties have delicate fragrance. Vigorous growing plants, with large flowers.

**Prices: 2" bands \$15.00 per 100.**

**DAMASK ROSE.** Medium height; spreading; midseason; single 3"; white flushed violet red with blotch.

**INDICA ALBA.** (or *ledifolia alba*) Medium to tall; spreading; early midseason; single 3"; pure white.

**VUYKIANA AZALEAS:** These are reported to be hybrids of a mollis variety and *kaempferi*. That should give them unusual hardiness. In any event, late blooming, large flowers, and good colors make these very desirable Azaleas. Those marked with an asterisk (\*) we have only in very limited quantities.

**Prices: 2" bands \$15.00 per 100.**

**ANTIQUÉ.** Medium height; very double; 2¾"; deep pink; very fine blooms 3 weeks after *hinodegiri*.

**DOUBLE RED.** Medium height; spreading; 2½"; late midseason; double red.

\* **GERARDINE VUYK.** Medium height; single 2"; red with deeper blotch.

**HELENA VUYK.** Medium height; single; 2½" violet red with darker blotch.

**JOSEPH HAYDN.** Medium height; single; 2¾" reddish violet with brown blotch.

**MOZART.** Medium height; 2½"; single; late midseason; violet red.

**PALESTRINA.** (or *Wilhelmina*) Medium height; single; 2¼"; white with chartreuse blotch; late midseason; very fine white.

\* **QUEEN WILHELMINIA** (or Orange Red). Medium height; compact; 3½" single; orange red. Blooms late; excellent.

**ROSE RED.** Medium height; compact; late; 3½" single; deep rose.

**SIBELIUS.** Medium height; compact; late midseason; 2"; orange red with chocolate blotch.

**YERKES AZALEAS:** The late Guy E. Yerkes developed this group at the Plant Industry Station of the USDA. While his purpose was to develop Azaleas for greenhouse forcing, the varieties have proved to be as hardy as most of the Kurumes, and





may be safely planted wherever the Kurumes can be grown. Those marked with an asterisk (\*) we have only in very limited quantities.

**Prices: 2" bands \$15.00 per 100.**

\* **GUY YERKES.** Upright, midseason; single hose-in-hose; 2"; salmon pink with darker blotch.

\* **POLAR BEAR.** Upright, single hose-in-hose; 1¾" white.

**SPECIES AZALEAS:** These are natives of America and the Orient. As a whole they are very hardy. All are nursery grown from seeds and are 2 year and 3 year plants.

**Prices: 2" bands \$12.50 per 100.**

**ARBORESCENS.** (Sweet Azalea) Tall, upright; deciduous; very late blooming; native to Penna. Flowers 2"; strong heliotrope fragrance; white with pink or reddish flush.

**CALENDULACEUM** (Native Flame Azalea) Tall, upright; deciduous; late blooming. Native to Ohio and Penna. Blooms 1½" to 2" in fine range of colors from yellow through orange to red.

**MOLLIS HYBRIDS.** Tall upright; deciduous; single 2½" to 3"; blooms from pure white through yellow orange, pink to red.

**POUKHANENSIS.** (Korean Azalea). Persistent leaved, but not evergreen as Kurumes, etc. Low, spreading, early midseason; single 2"; reddish violet. Mild fragrance; very hardy.

**ROSEUM** (Roseshell Azalea) Native, very hardy, deciduous Azalea blooming in late May; large bright pink fragrant flowers. Limited quantities.

**VASEYI** (Pink Shell Azalea). Upright, tall; early midseason; single; 1½" to 2¼"; white flushed violet red.

## Perennial Liners in Plant Bands

All in 2" Bands. 50 plants to flat. Minimum orders 50 of a variety.

### **DICENTRA. (Bleedingheart)**

<b>eximia.</b> Fernleaved type. ....	8.00
<b>spectabilis.</b> True old-fashioned. ....	12.50

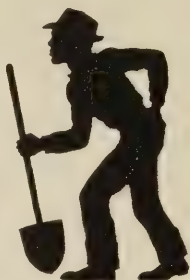
### **PHLOX SUBULATA. (Mountain Pinks)**

<b>alba.</b> Pure white. ....	7.50
<b>atropurpurea.</b> Rich wine red. ....	7.50
<b>Emerald Blue.</b> Compact type, new. ....	7.50
<b>rosea.</b> Rose Pink. ....	7.50
<b>vivid.</b> Pink with dark eye. ....	7.50

**PLUMBAGO larpentiae.** (Blue Plumbago) A delightful vine-like, spreading plant which grows 6 to 8 inches high; excellent as a ground cover, rockery plant, or for border planting. Covered with deep blue flowers in summer and until frost. .... 10.00



# Growing PAINS



As you know, if you are keeping abreast of the times, this section of our bulletin is customarily used to bring you up to date on the subject of growing fine plants.

During the past couple of months we have assembled a terrific number of words, and a couple of loose ideas, into a bulletin which is now ready for mailing, should anybody happen to want it. Just send us a nice order and we'll foist one upon you whether you ask for it or not. Or, if you don't care to do business with us, mail us a postcard, and we'll send you one anyway. We have a lot of them, and they cost too much to throw away, so feel perfectly free to call upon us for your copy. Ask for Service Bulletin No. 1. No charge.

Because the said Bulletin No. 1 covers so much territory, (in a wearisome, wordy, wheezy, winding way) we consider it quite unnecessary to attempt to supplement it herein. Instead, we'd like to say a few words about another subject which we consider fully as interesting:— About making more money.

If we happen to be catching you in a low mood, it might not surprise you to learn that the dollar sales of snap beans in the United States last year amounted to more than the dollar sales of nursery stock. And in reporting this bit of enlightening data, Uncle Sammy is not separating the wholesale nursery stock sales from the retail. Because the wholesalers seem to be doing alright, they must be moving a little stock to the retailers, and the retailers must be turning some of the same merchandise into cash. So it might be presumed that in a lot of cases the sale of a single piece of nursery stock is represented two or more times in these 1040 figures. Thus we are even more grossly unhappy with the miserable thought that our poor showing is actually based upon inflated figures.

As a result of these important findings some smart aleck might be so crass as to remark that the nursery business doesn't amount to beans, which statement, of course, would be a very stupid and unfortunate observation to make, if a couple of sturdy nursery-men happened to be standing around.



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Thank heavens, not too many people use snap beans in their landscape plantings, so we may as well disregard snaps, from this point on in trying to figure out how to make more money in the nursery business.

Some months ago, a chap entered our office to talk with us about landscaping some 35 houses he was completing in a neighboring town. We explained that we did no retail business. Our visitor promptly stated that he dealt with no retailers whatever, and had come to us especially because he understood that we were exclusively wholesale.

While we were taking time to figure which of our nursery — landscape friends — around here would want this deal, he casually mentioned that he had allotted the sum of \$13.50 per house for landscaping. Well, we may have made a few unkind remarks before we cooled off;- we don't remember. But we do recall our parting shot which was to the effect that we wouldn't let him have a good smell of any of our fertilizer bags for \$13.50 per house.

Not too many years ago the garden magazines, and most of the garden pages of the newspapers seemed to be pretty much agreed that 5% of the cost of a house should be spent for landscaping. Can you picture a single contractor of your acquaintance today who is spending \$600. to \$750. per house for these places selling from \$12,000. to \$15,000? In fact, do you know of a single one who is spending 1%? That would be \$120. to \$150. on this same "price group" of houses? We don't! The fact of the matter is that most of these builders wouldn't spend a plugged dime for nursery stock, but for the fact that government specs require some 6 or 7 plants per house to be eligible for loans.

These new small homes should be a terrific source of profit for nurserymen. As it is now, the kind of stock being planted, and the way it is planted, actually discourages the new home-owner, even if he has money to spend for plants, which he likely hasn't. The junk in the planting is usually half dead, and he winds up with the notion that all nursery plants are likewise.

True, it is usually possible to get a very respectable bit of business from the contractor or owner of a high priced home, but for every one of the \$25,000. to \$50,000. places going up, there are hundreds in the lower price group. Our lament is that nurserymen are not getting the business they should out of these lower cost housing developments.

There are two ways this situation might be cured, or at least, greatly improved. The first would be a method of forcing the issue. It would take co-operation on the parts of the local retail and wholesale nurserymen, and might turn out to be the less practical of the two approaches, but certainly would be the most effective.





If the wholesalers were to refuse to sell to the builders, except through local retail nurserymen, the local chaps, co-operating, could refuse to put a single plant on these places, unless the builders were to contract for some agreed upon percentage (agreed upon between the local nurserymen), based upon the sale value of the house. If the house sells for \$12,500.00 and 1% is the local nurserymen's decision, no one would touch the job for less than \$125.00 per unit; or if 2% is the agreement, then \$250.00, and so on.

The contractors would get good work that way. Cost of the planting, added into the value of the house, becomes a part of the financing, and thus the new home owner can afford it. In most cases it will be years before the eventual home-owner can afford any landscape planting, unless it is handled in some such manner.

In many cases a present day contractor goes to a wholesale nursery with a tentative list of plants for prices. The list will probably call for two *Retinospora plumosa*; two *Berberis thunbergi*; two Privet, and one Silver Maple for each unit. He isn't particular about varieties, so of course, the nurseryman has a chance to change the list to suit, and unload stock that isn't moving. Nor is the contractor particular about quality. If the stuff is tall, that's the important thing. 'Makes little difference if you can toss a cat through it.

So taking it all in all, the nurseryman likes the looks of the deal because he can cash stock he should have grubbed out long ago. The contractor is happy because he has gotten some big plants for practically nothing.

We believe that wholesalers are being very short sighted, and are wide open for severe criticism when they take these "price deals". And, we believe that if a dozen retailers in an area get together and tell him they will buy no more plants from him if he takes more of such deals, he will prefer to work through the retailers. The wholesaler must be "sold" the fact that it is silly for him to take these \$13.50 deals when he can handle the plantings through retailers and get more out of it. Actually, he is killing some very nice potential business for himself as well as for the retailers, who, incidently are not "one shot" buyers, but continue to look to him for merchandise year after year.

Of course, this method of a "squeeze play" on the contractor is probably illegal, and smells a lot like a labor union method of approach to any problem. But co-operation between the wholesaler and retailers is essential to work out a practical method of getting the business, and putting it where it belongs. After all, many manufacturers have bypassed this same kind of difficulty by "fair trading" the prices on their products, and thus they manage to protect their jobbers and retailers. "Fair trading" nursery stock



may be impractical, but growers who are taking these deals can be told the facts of life, and most of them will be willing to mend their ways.

Another method, of course, is to give the contractor your top sales spiel. Show him what a neat planting will do for him in breaking down sales resistance. Explain to him that he isn't going to lose anything. He will add the planting cost to the sale price of the house. You may even have to go so far as to volunteer to plant one of the houses, on some kind of contingent basis to prove what you say. We know one nurseryman who did. He bargained to put a \$350.00 planting on one house of a group which were advertised to sell for \$12,000. The arrangement was that if the landscaped house did not sell at this higher figure in the first half of the houses sold, the nurseryman would remove the plants with no obligation to the promoter. The landscaped house was to sell for \$12,350.00, and prospects were simply told that the difference was to cover the cost of the landscaping. The landscaped house was one of the first sold. As a result, more than 1/3 of the homes in the development were sold with the \$350.00 added to cover some very nice plantings, and some very fine nursery business.

We could give you a number of similar illustrations to prove that contractors do not lose the investment in better plantings. In fact, it has been proven time and again that they can actually "move" a house which has some objectionable features by having it well planted.

So let us repeat; we nurserymen are missing one of the best potential volume outlets for our products, simply because we are not trying hard enough to do something about it. Maybe you have all of the business you want, and prefer to let someone else fret about the "housing project" plantings. Maybe you need another nursery or two in your section to give you some competition. We remind you that America is enjoying the greatest business volume ever. Actually it's fabulous. But dollar volume of nursery stock compared to most other products is slipping, percentage wise, year after year. Millions of new homes - - - and \$13.50 each allotted for planting!!!

### **YOU CAN'T GET JAPANESE BEETLES FROM US!**

**Everything we have on the place, including stock in pots, bands and in the field is certified by the U. S. D. A. to be free of Japanese Beetles. Ask for certificate if your's is a certified nursery.**



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## DELIVERY SERVICE AND RATES

We get a big charge out of the many nice letters, notes, etc., we receive from our customers about our truck delivery service.

For a long time it has been our considered opinion that our truck service is quite 'the most'; and of course, your lovely romantic comments don't make us think any less of it.

No doubt, here or there some unbelieving Thomas looks over our list and sees things he wants, but when he learns that we ship only by truck, (unless you pick it up), he says to himself, says he; "Ahah, these birds have their plant prices low enough, but that's only to get my order and check. Then they'll give me a royal skewering on the delivery charge and what can I do".

Please permit us to lay that ghost here and now.

When we first set up this trucking service, we went through all of the cartoons, cute sayings, and "things to live by" we had stuck around in our hat band. We found one which we had been saving for our heirs, and which reads, "Don't let transportation cost you business." We won't!

We started off in the 40's charging Railway Express rates for delivery. We figured that so long as there were no packing charges anybody should be tickled pink to pay us what the Express Company would charge for delivery to the nearest Express Office.

Next came a truck cost system, and we found that we were making money on the delivery charges. Being such nice people we didn't think that was quite



A Fleet of Eight Trucks, Equipped with Special Bodies,  
Bring the Plants to you in Fine Shape.

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right. So, the year following our cost system installation we made a flat 25% discount from Express rates, using the same old Express Scale, although Express rates, meanwhile had gone up some.

The next year we found that we still had a surplus in our trucking account, and decided to really pick the thing apart. We found that it cost us just about two dollars to make a stop, even if only one flat of plants was delivered. We found too, that when we made a full minimum (pickup truck) delivery we were making a couple of bucks, but that when one of the big jobs hauled a straight load for one customer, we were really overcharging.

So, several years ago we set up a minimum of \$2.00 on a shipment; 25% discount on anything over a minimum until you came to 102 flats. There and from there up, we set the discount at 33-1/3% until you come to the big trucks which handle 270 flats, (13,500 plants in 2" bands) and this discount we set at 50%, still using the same old dogeared Express Scale which dates back to the '40's.

For several years now the costs and income from delivery charges have been nip and tuck. That's the way we want it. The drivers are insured and bonded, the trucks and the shipments are covered, and the truck revenue and costs are just about even.

Because we think that you would like to know what we charge for delivery we are setting up some samples. And if your town is not included in the following list, send us a memo of items and sizes selected. A prompt reply will be given you. The quotation will include delivery right to your door, and into your breakfast room if you say so.

Please bear in mind the minimum charge of \$2.00. The rates shown are per flatfull. One of our flats will hold either of the following quantities and sizes;

- 50 — 2" banded plants
- 24 — 3" banded plants
- 12 — 4" banded plants
- 20 — 3" clay pots
- 11 — 4" clay pots

Rate A is per flat for any number of flats up to and including 101 flats; Rate B is 102 flats to and including 269 flats; Rate C is 270 flats or more.

	A	B	C
<b>Connecticut:</b>			
Bridgeport	.75	.67	.50
Danielson	.83	.74	.55
Hartford	.79	.70	.53
New London	.79	.70	.53
Putnam	.83	.74	.55
Torrington	.75	.67	.50
Waterbury	.75	.67	.50
<b>Delaware:</b>			
Dover	.53	.47	.35
Milford	.59	.52	.39
Selbyville	.59	.52	.39
Wilmington	.53	.47	.35

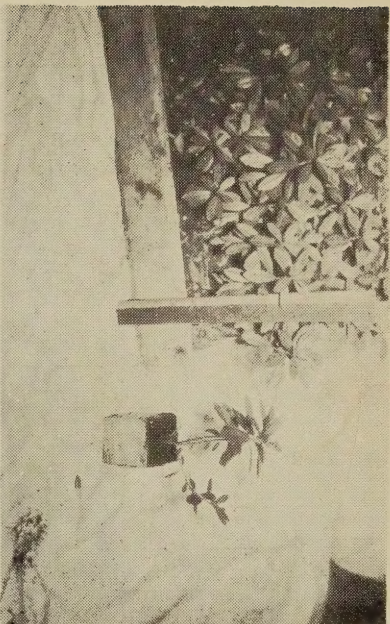


	A	B	C
<b>Illinois:</b>			
Bellville	1.05	.93	.70
Bloomington	1.01	.90	.68
Cairo	1.09	.97	.73
Centralia	1.05	.93	.70
Chicago	1.01	.90	.68
Freeport	1.09	.97	.73
Jacksonville	1.09	.97	.73
Joliet	1.05	.93	.70
Lincoln	1.05	.93	.70
Mount Vernon	1.05	.93	.70
Paris	.98	.87	.65
Peoria	1.05	.93	.70
Rock Island	1.09	.97	.73
Springfield	1.05	.93	.70
<b>Indiana:</b>			
Bedford	.98	.87	.65
Connersville	.90	.80	.60
Elkhart	.90	.80	.60
Evansville	1.01	.90	.68
Indianapolis	.90	.80	.60
Lafayette	.94	.83	.63
Muncie	.90	.80	.60
New Albany	.94	.83	.63
South Bend	.98	.87	.65
Terra Haute	.98	.87	.65
Valparaiso	1.01	.90	.68
Vincennes	1.01	.90	.68
<b>Iowa:</b>			
Davenport	1.09	.97	.73
Des Moines	1.24	1.10	.82
Sioux City	1.39	1.23	.92
<b>Maine:</b>			
Bangor	1.01	.90	.68
Brunswick	.90	.80	.60
Presque Isle	1.13	1.00	.75
Sanford	.86	.77	.58
Waterville	.94	.83	.63
<b>Maryland:</b>			
Annapolis	.48	.42	.32
Baltimore	.42	.37	.28
Cambridge	.48	.42	.32
Cumberland	.42	.37	.28
Frederick	.36	.32	.24
Salisbury	.59	.52	.39
<b>Massachusetts:</b>			
Boston	.83	.74	.55
Fall River	.83	.74	.55
Great Barrington	.75	.67	.50
Newburyport	.86	.77	.58
Northampton	.79	.70	.53
Plymouth	.86	.77	.58
Rockland	.83	.74	.55
Springfield	.79	.70	.53
Worcester	.83	.74	.55
<b>Michigan:</b>			
Adrian	.90	.80	.60
Ann Arbor	.90	.80	.60
Bay City	.94	.83	.63
Cadillac	1.01	.90	.68
Cheboygan	1.05	.93	.70
Detroit	.90	.80	.60
Flint	.94	.83	.63
Lansing	.90	.80	.60
Muskegon	.98	.87	.65



	A	B	C
<b>New Hampshire:</b>			
Berlin	.94	.83	.63
Franklin	.86	.77	.58
Keene	.79	.70	.53
Lebanon	.83	.74	.55
Manchester	.83	.74	.55
Rochester	.86	.77	.58
<b>New Jersey:</b>			
Camden	.53	.47	.35
Elizabeth	.64	.57	.43
Newton	.70	.62	.47
Ocean City	.64	.57	.43
Trenton	.64	.57	.43
<b>New York:</b>			
Albany	.75	.67	.50
Babylon	.64	.57	.43
Binghampton	.70	.62	.47
Buffalo	.70	.62	.47
Elmira	.64	.57	.43
New York City	.64	.57	.43
Ogdenburg	.83	.74	.55
Plattsburg	.86	.77	.58
Poughkeepsie	.75	.67	.50
Rochester	.70	.62	.47
Utica	.75	.67	.50
<b>Ohio:</b>			
Ashtabula	.75	.67	.50
Cincinnati	.83	.74	.55
Cleveland	.75	.67	.50
Columbus	.75	.67	.50
Dayton	.83	.74	.55
Defiance	.90	.80	.60
East Liverpool	.64	.57	.43
Mansfield	.79	.70	.53
Portsmouth	.79	.70	.53
Sandusky	.79	.70	.53
Springfield	.83	.74	.55
Toledo	.86	.77	.58
Wooster	.70	.62	.47
<b>Pennsylvania:</b>			
Bradford	.64	.57	.43
Carbondale	.64	.57	.43
Easton	.53	.47	.35
Johnstown	.48	.42	.32
Lock Haven	.59	.52	.39
Philadelphia	.53	.47	.35
Punxsutawney	.48	.42	.32
Sharon	.75	.67	.50
Washington	.64	.57	.43
Williamsport	.59	.52	.39
<b>Rhode Island:</b>			
Any Point	.83	.74	.55
<b>Virginia:</b>			
Alexandria	.42	.37	.28
Bristol	.79	.70	.53
Petersburg	.53	.47	.35
Roanoke	.59	.52	.39
Suffolk	.64	.57	.43
Winchester	.39	.35	.26
<b>West Virginia:</b>			
Charleston	.75	.67	.50
Clarksburg	.59	.52	.39
Huntington	.79	.70	.53
Martinsburg	.39	.35	.26
Morgantown	.53	.47	.35
Parkersburg	.70	.62	.47
Princeton	.70	.62	.47
Wheeling	.64	.57	.43





A very poor picture of Some Very Fine Pieris japonica.

We have a lot of 'em.



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